

Report of the Area Delegate  
Winter Assembly  
December 9, 2017

Well here it is my last report as Area 20 panel 66 Delegate. When Cheryl sent out the results of the election to the other 92 delegates, I received a lot of congratulation letters and most of them said, "You are going to be on the ride of your life." That couldn't have been truer.

November 17-19th I attended the East Central Regional Forum which was held in Springfield. The Forum had about 380 members in attendance with 192 first time attendees. It was great seeing many members from our area in attendance and at my last count Area 20 had at least 11 first time attendees. I had received a loving invitation to present my presentation, "Principles before Personalities" during the full forum workshop. There were presentations from the A.A. Grapevine, La Vina, GSB presentation from our Trustee-at-Large Canada, and the GSB Treasurer. There were many workshops to choose from in the evening. There were also a lot of questions about the manuscript litigation at which none were answered. A few of the reports were snippets from the Fourth quarterly Board Meeting held in October at which I included some in this report. These minutes have not been approved yet.

## **SERVICES**

### **Communications Services**

Communications Services continues to support the daily operations of our current website and the development of a new website design for aa.org. The Channels of Communications with the Fellowship subcommittee of the TCS Committee continues to explore options for an app for G.S.O.; the A.A.W.S. *YouTube* channel is in the final stages of implementation. The Website Committee has added a new page to the Digital Archives on Sam Shoemaker and a new option on the A.A. Literature page for Newsletters. The International coordinator and digital media manager continue their development of the A.A. *Around the World* page.

### **Conference**

Work continues in preparation for the 68th General Service Conference. To date, 27 proposed agenda items have been received. The G.S.O. team responsible for translating all 2018 Conference background material into French and Spanish has met twice since July and continues developing plans and procedures to facilitate the Advisory Action of the 2017 Conference.

### **Cooperation with the Professional Community**

A.A. recently exhibited at the American Correctional Association's Conference in St. Louis. Class A Trustee Nancy McCarthy was at the booth, answering questions about A.A. and making connections with corrections professionals for G.S.O. to follow up on. Additionally, staff attended the quarterly meeting of the National Institute of Alcohol Abuse and Alcoholism (NIAAA). The calendar of National Conferences for 2018 is still in the planning stages.

### **Corrections**

For the purposes of the Corrections Correspondence Service in Canada, the Corrections assignment has submitted a request to the USPS for a permit to have international business reply (postage paid) envelopes for Canada. This will help facilitate communication for this service. The Fall 2017 issue of "Sharing from Behind the Walls" was redesigned in collaboration with the Publishing Department. The size was doubled, from two pages to four, allowing for additional inmate sharing, and the type size and style were adjusted to enhance readability.

### **Group Services/Loners Internationalists Meeting (LIM)**

The 32nd Annual Central Office/Intergroup/A.A.W.S./AAGV Seminar was held in Northern Virginia in early October, providing an opportunity for an ongoing interchange of critical information among these entities. The theme for the seminar was "Frontlines of A.A.: Keeping the Lifeline Alive." Two issues of the LIM bulletin have been published, sharing correspondence from more than 50 Loners, Homers, Internationalists, Loner Sponsors or Port Contacts.

### **International**

The International assignment has recently attended two zonal meetings, the REDELA (Meeting of the Americas) in San Jose, Costa Rica and the European Service Meeting in York, England. Additionally, the assignment has recently heard from a member in Tashkent, Uzbekistan who has started an A.A. group, the first there that we know of; a package of literature has been sent. Other active projects include the International A.A. Data Map, the 2018-2019 International A.A. Directory, the A.A. Around the World webpage and preparations for the 25th World Service Meeting that will be held in Durban, South Africa in October 2018.

### **Literature**

The trustees' Literature Committee is currently accepting resumes for a nontrustee Appointed Committee Member (ACM) position. The deadline for receipt of applications is November 30, 2017. The fall issue of Box 4-5-9 featured an article on Central Offices/Intergroups and the Holiday issue will focus on how some groups and committees are utilizing technology as they carry the message.

### **Nominating**

Announcements regarding upcoming vacancies for regional trustees and nontrustee directors have been distributed. The assignment has also requested information from all trustees' committees that are either currently utilizing ACMs or have plans to, regarding the ongoing need and scope of their work.

### **Public Information**

An addition to the Public Information Committee page on aa.org allows local P.I. Committees to link broadcasters to a page where all current video P.S.A.s can be downloaded in HD Broadcast quality, on demand and without a cost to the broadcaster or the local committee. As of the end of September, the video P.S.A. "I Have Hope" has been aired 62,000 times with 596 million audience impressions in North America, inclusive of airings in English, French and Spanish. The P.I. coordinator has continued to be G.S.O.'s point person for communications regarding the 1939 Printer's Copy manuscript of Alcoholics Anonymous.

### **Regional Forums**

The West Central Regional Forum was held in Area 63 South Dakota in September with 281 participants, including 127 first-time attendees. The Southwest Regional Forum was held in Area 68 Southwest Texas from October 20-22 and the East Central Regional Forum will be held in Area 21 Illinois from November 17-19. Two Local Forums, in Area 72 Western Washington and Area 75 Southern Wisconsin, took place in July and September respectively.

A number of e-blasts were sent to trusted servants and pre-registrants for three of the 2017 Regional Forums and generated significant interest, with over 1,000 of the recipients clicking on links to view details about upcoming Forums.

### **Treatment and Accessibilities**

A questionnaire request for shared experience regarding the expressed need for a possible pamphlet for A.A. members who are Deaf has been distributed to the Fellowship. An in-house video version of the questionnaire was recently created in ASL and has also been distributed. Additionally, the Accessibilities desk is receiving shared experience from local committees and A.A. members working to carry the A.A. message to veterans and active duty members of the Armed Services.

## **PUBLISHING COMMITTEE**

### **Gross sales**

September gross sales are under budget with actual gross sales at \$1,023,808, which is a \$190,615 (or 15.7%) negative variance against budget of \$1,214,423. For 2017 through the month of September, gross sales are above estimate: \$10,663,995 actual sales vs. estimate of \$10,439,376, which is a \$224,619 (or 2.9%) positive variance.

### **Web sales**

Total web sales (A.A.W.S. Online Bookstores) for September 2017 stand at \$709,992, which accounts for about 70.5% of total sales for the company. (Note: Total online orders for September stand at 1,356, which is 68.6% of total orders.) Sales on the B2B online store (primarily Intergroup/Central Offices and other bulk orders) for September are \$506,963, and B2C sales (individual customers) stand at \$203,028.

### **Digital books**

Total ebook gross sales January through September 2017 stand at \$161,043, with 41,390 units distributed.

### **Translation reviews**

Denmark is moving forward on a re-translation of the Big Book. The Dominican Republic has been issued a license to reproduce and distribute the Big Book in Spanish. The Ecuador Quechua translation of Chapter 5 has received a report, with instructions for improvement. The Navajo Big Book recordings are complete, and master files have been submitted to Production to start the process. Kazakhstan has requested to translate the Big Book; Lesotho has been in contact regarding an ongoing translation effort for the Big Book.

### **International licensing and translation**

A revised translation of the Croatian Big Book has been approved and printed; a revised translation of the Slovakian Big Book has been approved; Ukraine has been issued a license to reproduce and distribute the Big Book in Ukrainian.

Gross sales were \$10,665,448 (or 2.17%) ahead of budget; contributions were \$5,881,983 (or 11.22%) ahead of budget and total operating expenses were \$11,847,697 (or .46%) less than budget. Net profit for the nine months was \$1,302,486 compared with a budgeted profit of \$85,993. (See the last page of this report for a summary of unaudited financial results for the nine-month period ended September 30, 2017.)

The increasing percentage of online contributions and an uptick in non-A.A. literature sales were noted. Preliminary 2018 budget numbers were reviewed and discussions will continue as the budget is refined.

### **2018 Proposed Agenda Items**

I attached a separate spreadsheet with the 2018 proposed agenda items for the 68th GSC. They will be available on the NIA web site under the Delegates Page in 2018. I have enjoyed the journey with all my new and familiar friends who helped me along the way. It was truly an honor and privilege to represent Northern Illinois Area 20 to best of my ability. Thank you for allowing me to serve,

Respectfully submitted,

Kelly L.  
Delegate, Panel 66  
Grapevine Committee